factories list auction dates

American Motors

Sept. 10—High Point Auto Auction, High Point, N.C., and Aptco Auto Auction, Taylor, Mich.

Sept. 11—Kansas City Auto Auction, Kansas City; Mid-States Auto Auction, South Bend, and Metro Milwaukee Auto Auction, Caledonia, Wis.

Sept. 12—Northway Exchange, Clifton Park, N.Y.; Corry Auto Auction, Corry, Pa.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Sept. 13—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Sept. 17—D-A Auto Auction, New Stanton, Pa., and Arena Auto Auction, Chicago.

Sept. 18—Columbus Fair Auto Auction, Obetz, O.; Mid-States Auto Auction, South Bend, and Central States Auto Auction, Marion City, Ia.

Sept. 19—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Sept. 24—High Point Auto Auction, High Point, N.C., and Aptco Auto Auction, Taylor, Mich.

Sept. 25—Kansas City Auto Auction, Kansas City, Mid-States Auto Auction, South Bend, and Metro Milwaukee Auto Auction, Caledonia, Wis.

Sept. 26—Northway Exchange, Clifton Park, N.Y.; Corry Auto Auction, Corry, Pa., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Sept. 27—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Chrysler Corp.

Sept. 10—Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; NuCarPrep System, Santa Fe Springs, Calif., and Florida Auto Auction of Orlando, Ocoee, Fla.

Sept. 11—Columbus Fair Auto Auction, Obetz, O.; Southern Auto Auction, Warehouse Point, Conn., and South Seattle Auto Auction, Kent, Wash.

Sept. 12—Atlanta Auto Auction, Red Oak, Ga., and Fredericksburg Auto Auction, Fredericksburg, Va.

Ford Motor Co.

Sept. 10—Harrisonburg Auto Auction, Harrisonburg, Va.

Sept. 11—Columbus Fair Auto Auction, Obetz, O.

Sept. 12—Dallas Auto Auction, Dallas, and Southwest Auto Auction, Phoenix.

Sept. 18—Golden Gate Auto Auction, Fremont, Calif.

Sept. 24—Denver Auto Auction, Englewood, Colo.

Sept. 26—Big H Auto Auction, Hoston, and Arena Auto Auction, Chicago.

General Motors

Sept. 10—Denver Auto Auciton, Englewood, Colo., and Florida Auto Auction of Orlando, Orlando.

Sept. 11—Northstar Auto Auction, Shakopee, Minn., and Brasher's Auto Auction, Fontana, Calif.

Sept. 12—Nashville Auto Auction, Nashville, and Ohio Auto Auction, Columbus, O.

Sept. 17—Southern Auto Auction, E. Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

Sept. 18—Clanton's Auto Auction, Darlington, S.C., and Indianapolis Auto Auction, Indianapolis.

Sept. 25—Brasher's Salt Lake Auto Auction, Salt Lake City, and Metro Auto Auction, Kansas City, Mo.

Sept. 26—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago.

auction directory

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Used Car Sales
Auction Averages

Sept. to date	$5,172
Month ago	$5,031
Year ago	$5,020

Model Breakdown
Auction Averages

	SEPT. 1985	AUGUST, 1985	JULY, 1985
1985	$11,140	$11,068	$10,804
1984	$7,259	$7,762	$7,727
1983	$5,757	$5,923	$5,971
1982	$4,953	$5,094	$5,326
1981	$3,978	$4,228	$4,141
1980	$3,248	$3,165	$3,245
1979	$2,767	$2,585	$2,590
1978	$1,715	$2,099	$2,139
Overall Average	$4,948	$5,172	$4,815

Competition for U.S. sales 'brutal,' says Greenwald

SAO PAULO, Brazil.—Gerald Greenwald, vice chairman of Chrysler Corp., called the company's fight for a share of the U.S. auto market "brutal," and said Chrysler must meet competition worldwide to protect the jobs of 116,000 workers employed in its North American operations

Speaking to an association of Brazilian auto parts manufacturers, Greenwald said the lifting of quotas on Japanese cars means "we now have a completely internationalized market in America. Everybody is competing freely in the U.S.—the domestics, the Japanese, the Germans, the Koreans." "The competition is more than intense, it's brutal," he said. "The U.S. Government estimates that by 1988 foreign nameplates of all kinds, including captive imports and joint-venture vehicles, will have up to 43 percent of the U.S. market."

Greenwald said Chrysler has added 35,000 jobs in the last 48 months. "Almost all of them—all but about 1,000—have been blue-collar jobs," he said.

Greenwald said Chrysler established its International Business Development Group in May to help it compete worldwide by "scouring the world for the absolutely best cost, quality and delivery for parts and components to support our North American assembly operations.

Greenald and Stephan Sharf, Chrysler's executive vice president in charge of the International Business Development Group, are in Brazil to meet with local auto parts manufacturers and government officials.

State profits from auto auction

HARRISBURG, Pa.—The State of Pennsylvania took in $275,000 in one day when 209 old police cruisers, state vehicles and cars seized by law enforcement authorities were auctioned.

The main attractions were cars seized in a drug raid—a 1979 Corvette which was sold for $8,300, and a 1978 Porsche which went for $5,050.

Only one vehicle, a specially built truck used to paint traffic lines on highways, did not sell because no one offered to meet the minimum bid required by the state. Such unusual trucks routinely cost the state $100,000 when new, and the state asked for a minimum bid of $10,000.

Manheim lane opening

Members of the ribbon-cutting party for Manheim Auto Auction's seventh lane opening in Manheim, Pa., arrive by horse-drawn wagon. They are, from left: Jake Ruhl, Art Walters, Chuck Roop, Fritz Cassel and Ed Reese. Ruhl and Walters are two of the original owners of Manheim; Cassel and Reese are retired Manheim general managers, and Roop has been an auctioneer at the site for 28 years.

Market share highest in 21 months

Import registrations rise for June

By Jenny L. King
Detroit Reporter

Registrations of new imported cars in the U.S. in June carved out their biggest share of the total market in 21 months, reflecting the slowed pace of domestic new-car sales compared with a much faster clip for most imports.

First-half import registrations were up 9.29 percent in number and added a percentage point to their piece of the market.

According to figures from R.L. Polk & Co., 256,047 imports were registered in June, representing a 14.33-percent increase over the 223,948 for the same month a year earlier.

With the domestic market experiencing a flat growth rate, import increases caused them to move up to 27.74 percent from 24.14 percent of the month's market.

After six months, the import registration total was up 9.29 percent, to 1,309,811 from 1,198,428. The imports' market share moved to 24.91 percent from 23.90 percent a year earlier.

Toyota was back on top in June, dislodging Nissan from the first-place ranking it held in June, 1984, and gaining 0.76 percentage points over its 1984 share of 20.44 percent. Nissan slipped into second place and simultaneously lost 0.86 percentage points.

Honda was third, losing 0.64 percentage points as it dropped to 18.12 percent from 18.76 percent. It was only the second time this year that Honda failed to earn first place. Registration numbers include both imported cars and those assembled at the Honda plant in Marysville, O.

Volkswagen, also a domestic-import figure, edged up 0.03 percentage points as it maintained its hold on fourth place June to June. Mazda was fifth, down 0.06 percentage points, followed by Subaru, down 0.19 percentage points and Volvo, down 0.42 percentage points.

BMW moved into eighth place from ninth a year earlier, Mercedes climbed into ninth from 10th and Audi dropped to 10th from eighth.

Ten imports accounted for 88.82 percent of the market, down from 90.60 percent in June, 1984.

It may have been third in June, but for the first half of 1985 Honda had enough registrations to be first among the imports, with 19.98 percent of the import market, up from 19.66 percent in 1984. Toyota was second at 18.87 percent, a decline of 0.14 percentage points.

Third-place Nissan was off 0.64 percentage points, to 18.08 percent from 18.72 percent. Next was VW, down 0.27 percentage points, followed by fifth-place Mazda, down 0.03 percentage points.

Subaru, Volvo, Mercedes and Audi all slipped in share of the market; BMW was up 0.18 percentage points and moved into ninth from 10th place.

The top 10 makes claimed 88.37 percent of the 1985 first-half market, down from 89.87 percent a year earlier.

Japanese-built cars accounted for 70.70 percent of the June import registrations, up from 70.69 percent in 1984. The West German portion was 13.89 percent, up from 13.48 percent, while U.S. imports grew to 8.77 percent from 8.20 percent. Totals by country of manufacture were:

	June, 1985	June, 1984
Japan	181,019	158,313
W. Germany	35,563	30,184
United States	22,446	16,364
Sweden	12,863	12,053
Great Britain	1,777	1,655
France	1,790	2,757
Italy	629	580
Ireland	0	42
TOTAL	256,047	223,948

First-half registrations included 69.88 percent Japanese-built, 14.17 percent German-built and 8.73 percent U.S.-built. Totals by country of origin for the first six months 1985 vs. 1984 were as follows:

	6 Mos. 1985	6 Mos. 1984
Japan	915,304	841,151
W. Germany	185,650	184,979
United States	114,354	97,280
Sweden	68,983	67,448
France	12,431	15,567
Great Britain	9,545	8,911
Italy	3,544	2,871
Ireland	0	221
TOTAL	1,309,811	1,198,428

Registrations of imported trucks increased 20.14 percent June to June, to 75,625 from 62,950. Totals from the major makers included:

	June, 1985	June, 1984
Toyota	30,252	23,503
Nissan	19,035	17,038
Mazda	9,558	9,000
Isuzu	6,002	4,550
Others	10,778	8,859
TOTAL	75,625	62,950

First-half registrations for imported trucks were 31.87 percent ahead of the previous year, adding to 452,289 compared with 342,991. The top four makers, Toyota, Nissan, Mazda and Dodge, maintained their same one-through-four order, though Mazda truck sales declined year to year.

Toyota was up 35.31 percent, Nissan increased 30.23 percent, Mazda dropped 8.78 percent and Dodge Ram 50 sales were up 74.59 percent. The breakout included:

	6 Mos. 1985	6 Mos. 1984
Toyota	170,492	126,001
Nissan	128,281	98,502
Mazda	51,258	56,192
Dodge Ram 50	35,142	20,128
Others	67,116	42,168
TOTAL	452,289	342,991

Campbell elected

EDMONDS, Wash.—Robert Campbell, Campbell-Nelson Volkswagen, has been elected chairman of the Pacific Northwest Volkswagen Dealer Advisory Council. Pete Lovely, Lovely Volkswagen, Inc., Tacoma, has been named vice chairman.

MARKET SHARES

6 MONTHS
1985 VS. 1984

Make	1985 Market Share	1984 Market Share	Pct. Pt. Change '85 vs. '84
Chevrolet	14.75	15.92	−1.17
Ford	13.39	12.58	+0.81
Oldsmobile	10.04	11.15	−1.11
Buick	8.16	9.01	−0.85
Pontiac	7.18	6.85	+0.33
Honda	4.98	4.70	+0.28
Mercury	4.97	5.03	−0.06
Toyota	4.70	4.54	+0.16
Nissan	4.50	4.47	+0.03
Dodge	4.33	3.58	+0.75
Plymouth	3.41	2.86	+0.55
Chrysler	3.40	2.97	+0.43
Cadillac	2.70	2.97	−0.27
VW	1.67	1.66	+0.01
Mazda	1.57	1.52	+0.05
Lincoln	1.48	1.34	+0.14
Subaru	1.35	1.38	−0.03
AMC	1.28	1.84	−0.56
Volvo	0.95	1.01	−0.06
Mercedes	0.82	0.79	+0.03
BMW	0.78	0.70	+0.08
Audi	0.69	0.71	−0.02
Other Imports	2.90	2.42	+0.48
Misc. Dom.	0.00	0.00	−0.00
TOTAL	5,258,967	5,015,409	

Based on new-car registrations from R. L. Polk & Co. Oklahoma and New York, 1984, and Oklahoma, 1985, numbers from manufacturers' sales records.

TOP CARS

U.S. registrations for Six Months, 1985 vs. 1984 Oklahoma and New York, 1984, and Oklahoma, 1985, from manufacturers' sales records.

1985 Position	Make	1984 Position
1— 775,684	Chevrolet	798,402 — 1
2— 704,232	Ford	630,952 — 2
3— 527,754	Oldsmobile	559,353 — 3
4— 428,861	Buick	451,988 — 4
5— 377,770	Pontiac	343,577 — 5
6— 261,689	Honda	235,660 — 7
7— 261,572	Mercury	251,963 — 6
8— 247,083	Toyota	227,775 — 8
9— 236,748	Nissan	224,311 — 9
10— 227,574	Dodge	179,283 —10
11— 179,558	Plymouth	143,556 —13
12— 178,858	Chrysler	149,102 —11
13— 142,107	Cadillac	148,939 —12
14— 87,702	VW	83,451 —15
15— 82,702	Mazda	76,037 —16
16— 77,717	Lincoln	67,321 —18
17— 71,270	Subaru	69,265 —17
18— 67,364	AMC	92,395 —14
19— 49,827	Volvo	50,451 —19
20— 43,219	Mercedes	39,572 —20
21— 40,929	BMW	35,197 —22
22— 36,247	Audi	35,280 —21
152,395	Other Imports	121,429
105	Misc. Dom.	140
5,258,967	TOTAL	5,015,409

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.
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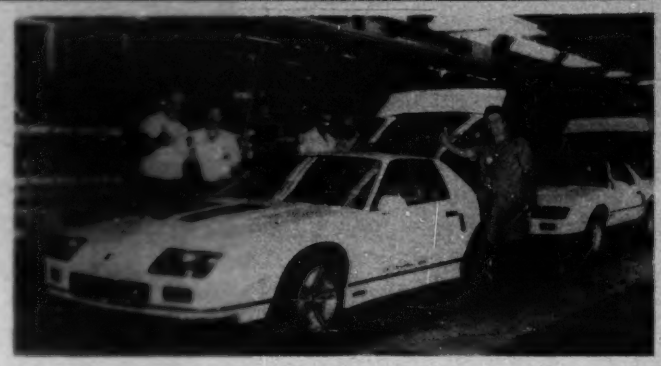
IMPORT REGISTRATION SHARES IN U.S.

	JUNE Regis., June, 1985	JUNE Percent Share of Market	JUNE Regis., June, 1984	JUNE Percent Share of Market	JUNE Pct. Pt. Change '85 vs. '84		SIX MONTHS Regis., 6 mos., 1985	SIX MONTHS Percent Share of Market	SIX MONTHS Regis., 6 mos., 1984	SIX MONTHS Percent Share of Market	SIX MONTHS Pct. Pt. Change '85 vs. '84
Toyota	53,574	20.92	45,149	20.16	+0.76	Honda	261,689	19.98	235,660	19.66	+0.32
Nissan	50,139	19.58	45,780	20.44	+0.86	Toyota	247,083	18.87	227,775	19.01	−0.14
Honda	46,400	18.12	42,007	18.76	−0.64	Nissan	236,748	18.08	224,311	18.72	−0.64
VW	17,474	6.82	15,212	6.79	+0.03	VW	87,702	6.70	83,451	6.97	−0.27
Mazda	15,106	5.90	13,342	5.96	−0.06	Mazda	82,702	6.31	76,037	6.34	−0.03
Subaru	13,185	5.15	11,948	5.34	−0.19	Subaru	71,270	5.44	69,265	5.78	−0.34
Volvo	9,333	3.65	9,118	4.07	−0.42	Volvo	49,827	3.80	50,451	4.21	−0.41
BMW	7,593	2.97	6,757	3.02	−0.05	Mercedes	43,219	3.30	39,572	3.30	−0.00
Mercedes	7,467	2.92	6,275	2.80	+0.12	BMW	40,929	3.12	35,197	2.94	+0.18
Audi	7,150	2.79	7,304	3.26	−0.47	Audi	36,247	2.77	35,280	2.94	−0.17
Others	28,626	11.18	21,046	9.40	+1.78	Others	152,395	11.63	121,429	10.13	+1.50
TOTAL	256,047		223,948			TOTAL	1,309,811		1,198,428		
Share of U.S. Total		27.74		24.14	+3.60	Share of U.S. Total		24.91		23.90	+1.01

1984 numbers for New York State and Oklahoma, and Oklahoma, 1985, from manufacturers' sales records.



'86 IROC-Z28s roll

Plant personnel at General Motors' Van Nuys (Calif.) assembly plant give a thumbs-up sign as the first 1986 Chevrolet IROC-Z28 is completed. The IROC-Z28 is the performance version of the Chevrolet Camaro.

Chevrolet begins production of '86 Camaro IROC-Z28

VAN NUYS, Calif.—Production of the 1986 Chevrolet Camaro IROC-Z28, successor to the 1985 version that virtually sold out well before the end of the model run, began Aug. 26.

The IROC option on the Camaro Z28 was introduced in the 1985 model year, a result of Chevrolet's participation in the International Race of Champions. That series pits top-name racing drivers against one another in identically equipped, specially modified Chevrolet Camaros.

"The IROC-Z28 has been a very important car for us," said Robert D. Burger, Chevrolet general manager. "It accounts for about 10 percent of the Camaros we sell, but its image and high-performance reputation affect our entire model lineup in a positive way."

Mechanically, the additional equipment in the IROC sport package includes: Front frame reinforcement, specific steering gear valving, front suspension with specific springs, larger-diameter stabilizer bar, gas-filled Delco/Bilstein shocks and Goodyear Eagle GT tires on 16-inch aluminum wheels.

The IROC package also features: Body-color lower ground effect panels, grille-mounted fog lamps, door panel name decals and lower-body accent stripes.

Engine choices for the 1986 IROC-Z28 are the same as for 1985. A high-output, 155-HP 5.0-liter V-8 is available with the 5-speed manual transmission; a 215-HP, 5.0-liter V-8 with Tuned Port Injection is available with the 4-speed automatic transmission.

EPA asks GM to recall 82,600 cars for vapor fault

WASHINGTON.—The EPA has asked General Motors to recall approximately 82,600 1981 cars because they exceed federal emission control standards for evaporative hydrocarbons.

The request is the first of its kind because the emissions can be present even when the car's engine is not running.

The vehicles are equipped with 4.3-liter engines. Car lines are Buick Century and Regal and Pontiac Grand Prix, LeMans, Catalina, Bonneville and Firebird. EPA also included Chevrolet Malibu and Monte Carlo, but GM said those cars were not part of the order.

California cars are not included in the recall request.

EPA said it has determined that the average of vapor emissions from the cars is 6.6 grams per test, which is more than three times the 1981 federal emission standard.

A statement from GM said: "We believe that the EPA recall order . . . is premature in light of last week's petition by MVMA calling for changes in the test methods used by EPA.

"The EPA's own data shows that the test procedures now employed by the agency are causing an industry-wide problem in meeting the evaporative emissions standard."

EPA said it believes the cars fail to meet the standard because the charcoal canister, which is part of the emission control system used to trap hydrocarbon vapors, becomes overloaded and can no longer prevent the emissions from escaping into the atmosphere.

According to EPA, the charcoal canister is becoming overloaded because the amount of air being drawn over the charcoal is not sufficient to remove all of the trapped hydrocarbon vapors.

GM has 45 days to submit a recall plan or to request a public hearing, EPA said.

Evaporative hydrocarbon emissions consist of gasoline vapors that escape from a vehicle's fuel system, such as the carburetor and fuel tank. In sunlight, those vapors react with nitrogen oxides already present in the air to form ozone, or smog.

BASF completes Inmont purchase for $1 billion

HARTFORD.—BASF Aktiengesellschaft (BASF), of Ludwigshafen, West Germany, has completed its $1 billion purchase of Inmont Corp. from United Technologies Corp., based here.

Inmont, which had sales of approximately $1 billion in 1984, is a supplier of automotive finishes to original equipment manufacturers and aftermarket customers.

The BASF Group manufactures chemicals, plastics, dyestuffs and finishing agents and consumer products including coatings and pharmaceuticals.

The BASF Group also produces crude oil, natural gas, coal and refined petroleum products. Sales of the BASF Group in 1984 totaled $14.2 billion, and net income was $315 million.

Low-rate loans spark explosion

Boom time for sales: 405,080 in 10 days

Continued from Page 1

month with a 39.00-percent gain, climbing to 98,325 from 70,736. Ford Motor Co. was up 24.57 percent, to 185,523 from 148,935. General Motors had a 23.48-percent improvement, moving to 429,278 from 347,652.

AMC dropped 34.60 percent in August, to 11,465 from 17,531. Volkswagen was up 2.64 percent, to 6,561 from 6,392. Honda, still feeling the effects of the truckers' strike, slipped 18.25 percent, to 9,987 from 12,217. Nissan reported sales of 3,625 U.S.-built Sentras for the month.

GM cornered 57.64 percent of the August domestic market, up slightly from 57.61 percent a year earlier. Ford sales accounted for 24.91 percent, up from 24.68 percent. Chrysler earned 13.20 percent compared with 11.72 percent in 1984.

AMC slipped to 1.54 percent from 2.91 percent. VW was down to 0.88 percent from 1.06 percent. Honda had 1.34 percent, off from 2.02 percent, and Nissan earned 0.49 percent its first August on the domestic market.

Sales gains for U.S. makes included Plymouth up 43.68 percent; Chrysler, up 24.03 percent; Dodge, up 52.21 percent; Ford, up 29.92 percent; Mercury, up 15.81 percent, and Lincoln, up 15.32 percent.

At GM, Pontiac announced an August sales record, its numbers up 42.57 percent to 76,943 from 53,968. Buick was up 2.56 percent, Cadillac was up 3.17 percent, Chevrolet was up 25.12 percent and Oldsmobile was up 35.28 percent.

Import sales in August included records for Audi, BMW, Volvo, Saab and Jaguar. Audi was up 41.20 percent, to 6,152 from 4,357. BMW was up 85.29 percent, to 7,936 from 4,283. Volvo was up 12.04 percent, to 8,451 from 7,543. Saab was up 39.04 percent, to 3,291 from 2,367, and Jaguar was up 7.08 percent, to 1,392 from 1,300.

Other increases included Honda, up 19.99 percent; Isuzu, up 67.81 percent; Mazda, up 28.17 percent; Mercedes-Benz, up 10.27 percent; Mitsubishi, up 49.76 percent; Nissan, up 6.10 percent; VW, up 95.32 percent; Subaru, up 38.26 percent; Porsche, up 21.99 percent, and Toyota up 9.98 percent.

Domestic intermediates, with 26.86 percent, claimed the largest single piece of the market-class pie. Imports were second with 25.58 percent, followed by compacts at 16.88 percent, subcompacts at 13.97 percent, standards at 8.34 percent and luxury models at 8.37 percent.

Excluding imports, the intermediates' share of the market was 36.09 percent. Compacts had 22.68 percent, subcompacts had 18.77 percent, standards had 11.21 percent and luxuries had 11.25 percent.

Both GM and Ford reported record passenger-car sales for the final August period. GM said it was the fourth highest individual 10-day car sales period in the company's history and the best single period in more than eight years.

Ford was up 79.60 percent for the period, GM was up 73.64 percent, Chrysler was up 76.09 percent, VW was up 5.88 percent, Honda was up 0.11 percent and AMC was down 18.05 percent.

GM earned 56.94 percent of the late-August domestic market, Ford had 26.79 percent, Chrysler had 11.93 percent, AMC had 1.50 percent, VW had 0.89 percent, Honda had 1.37 percent and Nissan had 0.58 percent.

With 10 selling days in the period this year and last, the daily rate was up 70.86 percent, to 40,508 from 23,708.

Where auto market was, August, 1985

	Total Sales	Pct. of Total
SUBCOMPACT	139,795	13.97
COMPACT	168,896	16.88
INTERMEDIATE	268,789	26.86
STANDARD	83,490	8.34
LUXURY	83,794	8.37
IMPORTS	255,931	25.58
TOTAL	1,000,695	100.00

IMPORTED CAR SALES

	August, 1985	August, 1984	8 Mos., 1985	8 Mos., 1984
Alfa Romeo	352	547	3,203	2,603
Audi	6,152	4,357	50,655	48,193
BMW	7,936	4,283	58,114	46,294
Chevrolet Spectrum	4,800	—	33,048	—
Chevrolet Sprint	1,791	1,583	12,690	6,097
Dodge Colt	1,860	3,259	19,339	21,673
Dodge Conquest	205	233	1,806	2,779
Dodge Vista	792	726	6,608	4,611
Honda	33,620	28,019	264,561	254,147
Isuzu	3,091	1,842	17,564	11,334
Jaguar	1,392	1,300	12,498	11,503
Maserati Biturbo	100	175	882	633
Mazda	19,256	15,024	122,835	113,323
Mercedes-Benz	6,614	5,998	58,219	48,867
Merkur	1,124	—	4,790	—
Mitsubishi	4,126	2,755	31,287	24,927
Nissan	51,129	46,834	355,986	333,262
Peugeot	1,496	1,647	10,933	12,892
Plymouth Colt	1,876	2,904	18,394	19,039
Plymouth Conquest	207	237	1,756	2,435
Plymouth Vista	805	725	6,529	4,373
Porsche	1,664	1,364	15,969	13,930
Renault	476	1,301	5,216	8,901
Saab	3,291	2,367	27,270	23,173
Subaru	16,548	11,969	110,616	105,616
Toyota	63,298	57,556	415,983	378,976
Volkswagen	13,479	6,901	94,656	74,377
Volvo	8,451	7,543	76,999	74,699
TOTAL	255,931	211,449	1,839,288	1,648,657

U.S. CAR SALES BY MARKETING UNITS

	August, 1985	August, 1984	8 Mos., 1985	8 Mos., 1984
Chevrolet	154,935	120,141	1,153,856	1,133,050
Ford	120,610	92,832	958,340	861,304
Oldsmobile	100,137	74,022	758,038	773,879
Pontiac	76,943	53,968	542,463	497,289
Buick	76,262	74,360	603,889	647,328
Toyota	63,298	57,556	415,983	378,976
Nissan	54,754	46,834	370,422	333,262
Mercury	51,706	43,676	372,471	357,022
Honda	43,607	40,236	366,937	341,658
Dodge	40,577	29,000	333,128	278,374
Chrysler	34,228	27,596	251,952	220,321
Plymouth	29,265	22,224	259,261	222,816
Cadillac	27,592	26,744	201,953	219,217
VWoA	26,192	19,107	198,030	194,011
Mazda	19,256	15,024	122,835	113,323
Subaru	16,548	11,968	110,616	105,615
Lincoln	14,331	12,427	106,664	102,363
AMC—Renault	11,941	18,832	91,251	146,451
Volvo	8,451	7,543	76,999	74,699
BMW	7,936	4,283	58,114	46,294
Mercedes	6,614	5,998	58,219	48,867
Mitsubishi	4,126	2,755	31,287	24,927
Saab	3,291	2,367	27,270	23,173
Isuzu	3,091	1,842	17,564	11,334
Porsche	1,664	0	15,969	0
Peugeot	1,496	1,647	10,933	12,892
Jaguar	1,392	1,300	12,498	11,503
Alfa Romeo	352	547	3,203	2,603
Maserati Biturbo	100	175	882	633
TOTAL	1,000,695	814,912	7,532,244	7,182,575

Chevrolet includes Sprint and Spectrum. Honda combines imports and domestics. Dodge includes Colt, Conquest, Vista. Plymouth includes Colt, Conquest, Vista. VWoA includes Audi, and Porsche through Aug. 31, 1984. Porsche figures began Sept. 1, 1984. Nissan includes Sentras built in the U.S.

Dawkins to head truck programs for Chrysler

DETROIT.—Dale E. Dawkins, who left a vice presidency at American Motors early last month to join Chrysler Corp. (Automotive News, Aug. 5), has been named Program Management Director of Truck Programs at Chrysler.

In his new job, Dawkins will be in charge of the company's full line of truck programs, including minivans and wagons, full-size pickups, sport utility vehicles, full-size vans and wagons, full-size diesel trucks and new trucks approved for production, such as the Dakota N-body mid-size pickup.

Dawkins will report to L. Donald Gschwind, vice president of Program Management at Chrysler.

As AMC's vice president—environmental and safety affairs since June, 1983, Dawkins was responsible for vehicle environmental and safety matters, product analysis, corporate energy management and industrial safety and hygiene.

From 1979 to 1983, he was vice president of AMC's Product Group, which included responsibility for engineering, styling and product planning. From 1977 to 1979 he was vice president of the Marketing Group, which included North American sales and marketing.

Dawkins joined AMC in 1971 after 10 years with Chrysler and four years with Chevrolet.

Toyota U.S. unit in Eurodollar mart

TOYOTA CITY, Japan.—Toyota Motor Corp.'s newly created U.S. financing subsidiary, Toyota Motor Credit Co., will issue about $100 million in five-year straight corporate bonds on the Eurodollar market to secure funds to lend to dealers.

Industry sources consider the bond issue the initial step in a plan to beef up Toyota's U.S. dealer network to handle the cars to be produced at its new U.S. plant starting in 1988.

This will be the first bond issue on the Eurodollar market by a U.S. subsidiary of a Japanese firm.

DOMESTIC CAR SALES

	Aug. 21. to Aug. 31, 1985	Same Period, 1984	August, 1985	Same Month, 1984	Jan. 1 to Aug. 31, 1985	Same Period, 1984
Alliance	0	0	6,019	10,139	48,473	73,386
Encore	0	0	4,122	6,138	29,845	50,790
Total Renault	0	0	10,141	16,277	78,318	124,176
Eagle	0	0	1,324	1,254	7,721	13,374
Total AMC	0	0	1,324	1,254	7,721	13,374
AMERICAN MOTORS	6,065	7,401	11,465	17,531	86,039	137,550
Horizon	3,594	2,422	6,567	5,849	60,253	52,650
Turismo	2,216	1,657	4,422	4,125	39,341	33,327
Reliant	5,460	2,678	12,277	7,035	95,124	99,005
Caravelle	959	41	2,070	46	23,698	46
Plymouth	309	514	1,041	1,303	14,166	11,941
Total Plymouth	12,538	7,312	26,377	18,358	232,582	196,969
Laser	2,743	1,654	4,420	3,925	37,625	38,052
LeBaron K	2,795	2,793	7,348	7,861	60,938	69,512
LeBaron GTS	3,800	0	7,069	0	46,987	0
Cordoba	0	0	0	0	0	124
Fifth Avenue	6,462	2,862	10,478	9,382	69,158	56,854
E-Class	0	1,021	0	2,356	18,318	21,118
New Yorker	1,894	1,795	4,913	4,072	18,629	34,661
Total Chrysler	17,694	10,125	34,228	27,596	251,655	220,321
Omni	3,020	2,123	5,574	5,138	51,144	45,836
Charger	2,558	1,811	4,989	4,486	42,352	36,705
Daytona	2,901	1,292	4,703	3,111	36,133	31,291
Aries	4,568	2,365	10,783	5,656	79,010	75,889
Lancer	2,739	0	4,895	0	32,867	0
Dodge 400-600	0	745	0	1,918	3,012	17,085
Diplomat	774	716	2,531	2,053	26,167	17,872
Mirada	0	0	0	0	0	250
Dodge 600	1,545	961	4,245	2,420	34,690	24,383
Total Dodge	18,105	10,013	37,720	24,782	305,375	249,311
CHRYSLER CORP.	48,337	27,450	98,325	70,736	789,612	666,601
EXP	516	826	996	2,284	16,637	19,375
Escort	23,413	10,073	38,286	25,470	269,453	231,524
Mustang	6,884	4,348	12,457	10,600	109,972	90,897
Tempo	14,096	8,357	22,684	19,191	197,894	169,689
Thunderbird	9,666	4,595	16,316	10,828	112,842	104,012
LTD	8,574	4,762	15,335	12,559	197,962	130,036
Crown Victoria	8,674	4,201	14,536	11,900	113,580	115,771
Total Ford Division	71,823	37,162	120,610	92,832	958,340	861,304
Lynx	5,862	1,896	9,204	4,841	56,824	44,141
Topaz	3,229	2,552	5,127	6,013	52,285	48,902
Cougar	7,399	4,782	12,845	10,900	81,199	80,379
Capri	992	444	1,694	1,254	10,946	12,752
Marquis	4,141	3,643	7,989	8,956	66,221	71,520
Grand Marquis	7,335	4,378	13,723	11,712	94,386	99,328
Total Mercury	28,958	17,695	50,582	43,676	367,681	357,022
Continental	929	1,434	2,265	2,865	19,508	22,481
Lincoln	6,094	3,482	10,568	7,884	73,930	56,846
Mark VII	719	651	1,498	1,678	13,557	23,036
Total Lincoln	7,742	5,567	14,331	12,427	106,995	102,363
Total L-M Division	36,700	23,262	64,913	56,103	474,676	459,385
FORD MOTOR COMPANY	108,523	60,424	185,523	148,935	1,433,016	1,320,689
Skyhawk	2,196	3,946	5,954	11,860	61,835	89,908
Skylark	349	2,138	1,146	6,326	52,263	69,138
Somerset Regal	3,675	0	7,519	0	67,444	(0)
Century	13,481	6,160	24,524	17,405	156,514	145,700
Regal	7,499	4,903	13,269	14,536	76,423	136,628
LeSabre	3,405	4,523	8,250	13,885	95,429	109,925
Electra	6,223	3,078	11,459	6,812	57,753	61,250
Riviera	1,690	1,209	4,141	3,536	36,228	34,779
Total Buick	38,518	25,957	76,262	74,360	603,889	647,328
Cimarron	1,475	755	2,528	1,680	15,587	12,691
Seville	872	1,016	2,080	2,460	21,100	23,919
Cadillac	9,894	7,340	18,909	17,460	121,708	136,606
Eldorado	1,767	2,057	4,075	5,144	43,558	46,001
Total Cadillac	14,008	11,168	27,592	26,744	201,953	219,217
Chevette	8,429	5,430	15,359	12,622	88,512	124,053
Nova	1,735	0	3,935	0	11,174	0
Cavalier	23,143	12,014	40,750	31,495	301,938	263,422
Citation	1,401	1,970	2,713	4,560	39,024	69,378
Camaro	11,572	7,234	21,821	17,404	147,156	146,322
Celebrity	19,663	8,540	34,493	21,883	247,766	228,691
Malibu	0	0	0	0	0	881
Monte Carlo	3,246	3,299	7,059	8,237	77,408	90,875
Chevrolet	10,770	7,901	19,785	20,145	169,471	184,561
Corvette	1,038	943	2,429	2,212	25,669	18,761
Total Chevrolet	80,997	47,331	148,344	118,558	1,108,118	1,126,953
Firenza	1,050	1,822	2,528	4,640	36,389	44,398
Omega	0	709	0	2,292	0	31,307
Calais	6,588	0	11,579	0	87,531	0
Cutlass Ciera	16,824	7,172	30,599	18,609	231,425	182,732
Cutlass Supreme	13,817	5,618	23,805	16,113	153,467	230,651
Olds 88	6,851	7,312	15,734	20,256	144,692	191,116
Olds 98	7,237	3,658	13,229	9,074	80,798	65,911
Toronado	1,181	1,201	2,663	3,036	23,725	27,764
Total Oldsmobile	53,548	27,492	100,137	74,022	758,027	773,879
Fiero	4,545	3,148	8,927	8,560	68,155	72,954
1000	1,184	968	2,099	2,501	15,286	19,557
Sunbird	7,171	4,577	11,992	11,191	82,302	90,635
Phoenix	0	419	0	1,052	896	10,974
Firebird	4,895	3,509	9,628	8,637	74,621	74,476
Grand Am	5,278	0	7,507	0	70,202	0
6000	9,642	2,430	17,359	6,990	108,959	87,786
Bonneville	2,702	1,745	5,038	4,724	36,307	49,042
Grand Prix	3,800	2,004	6,503	5,268	39,739	53,288
Parisienne	4,359	2,084	7,890	5,025	45,996	38,575
Total Pontiac	43,576	20,884	76,943	53,968	542,463	497,289
GENERAL MOTORS	230,647	132,832	429,278	347,652	3,214,461	3,264,666
VOLKSWAGEN	3,619	3,424	6,561	6,396	52,719	56,901
HONDA	5,553	5,547	9,987	12,217	102,376	87,511
NISSAN	2,336	0	3,625	0	14,436	0
DOMESTIC TOTAL	405,080	237,078	744,764	603,463	5,692,956	5,533,918
IMPORT TOTAL			255,931	211,449	1,839,288	1,648,657
INDUSTRY TOTAL			1,000,695	814,912	7,532,244	7,182,575

Plans of assembly plant moving ahead

GM, Suzuki study Canada venture

TOKYO.—General Motors and Suzuki Motors, Ltd., already involved in a joint venture in Japan, are planning a major automotive plant in Canada.

Reports about the GM-Suzuki Canadian joint venture have been confirmed by sources close to Sinclair Stevens, Canada's minister of regional and industrial expansion, who conferred with officials of Asian automotive firms planning to build plants in Canada.

In addition to Suzuki, Stevens talked here with Toyota Motor Corp. and Hyundai Motor Co., of South Korea. Both companies already have announced plans to build assembly plants in Canada.

During his visit with Osamu Suzuki, Suzuki president, Stevens reportedly was told that Suzuki and GM have nearly completed a feasibility study on a major Canadian auto production plant which could represent $400 million (Canadian dollars) or more in investment.

The sources, quoted by Kyodo News Service, said there are still obstacles to overcome before the 50-50 Suzuki-GM joint venture can be confirmed. However, they hinted that if Canada offers facilities where the firms could build small cars at costs similar to those in Japan, the biggest Asian investment yet would follow.

The Suzuki-GM plant would produce a car in the 1,000-cc class for sale in both Canada and the U.S. A firm announcement on the Suzuki-GM venture is expected by mid-autumn, with production scheduled for 1988-1989, about the same time the Toyota and Hyundai plants launch production.

It was noted that the Suzuki-GM plant, if built, would generate additional benefits for the Canadian auto industry as a whole because in Japan Suzuki buys 75 percent of the components for its cars from outside sources.

Still impeding the venture, according to the sources, are questions regarding production costs, and labor and financial incentives which could be offered to make sure the plant was competitive with similar operations in Japan.

If the costs of all the projects outlined to Stevens, including the assembly facility Honda Motor Co., Ltd., is building in Alliston, Ont., were added together, it was noted that the total direct investment in the Canadian auto industry from Asian manufacturers would be close to one billion Canadian dollars.

August output is 552,673, on a par with 1984 total

August auto production of 552,673 units was about the same as (down 0.79 percent) the year-ago month's 557,060—which was the highest production for that month since the 614,493 cars assembled in August, 1955.

Estimated domestic auto production of 121,102 last week fell 10.64 percent from the previous week's 135,522 because of the Labor Day holiday.

Last week's output was 4.73 percent better than the year-ago week's 115,632.

Year-to-date, 5,697,117 cars have been built, 4.09 percent more than the 5,473,402 finished last year at this point.

Companies shared last week's estimated auto output as follows: General Motors, 57.84 percent; Ford Motor Co., 20.24 percent; Chrysler Corp., 16.10 percent, American Motors, 1.85 percent; Honda of America Mfg. Co., 1.86 percent; New United Motor Mfg., Inc., 1.26 percent, and Nissan Motor Mfg. Co., U.S.A., 0.85 percent.

Volkswagen of America's Westmoreland (Pa.) plant was closed for changeover last week.

GM plants in Pontiac (G-cars) and Lansing (Nos. 1 and 2) worked two overtime shifts Saturday (Sept. 7).

Chrysler has scheduled two nine-hour daily shifts this week (Sept. 9) at its plant in St. Louis (No. 2).

Ford also has scheduled daily overtime this week at the following plants: Chicago, Dearborn, Kansas City and Lorain, O.

Wood is silver

BETHEL, Vt.—Newall Wood, owner of Valley Motor Sales, Inc., has received Chevrolet's 25-year-dealer award.

CANADIAN CAR PRODUCTION

	Week Ended Sept. 7, 1985	Week Ended Sept. 8, 1984	Week Ended Aug. 31, 1985	Aug. Total	Jan. 1 to Sept. 8, 1984	Jan. 1 to Sept. 7, 1985
AMERICAN MOTORS	328	488	410	1,228	15,153	7,049
FORD MOTOR	9,015	7,261	11,362	46,586	299,841	341,075
GENERAL MOTORS	11,315	7,755	12,616	39,623	418,628	366,634
VOLVO	225	179	225	315	7,112	6,906
Total Cars, Canada	20,883	15,683	24,613	87,752	740,734	721,664

U.S. TRUCK PRODUCTION☆

	Week Ended Sept. 7, 1985	Week Ended Sept. 8, 1984	Week Ended Aug. 31, 1985	Aug. Total	Jan. 1 to Sept. 8, 1984	Jan. 1 to Sept. 7, 1985
CHEVROLET	19,035	16,433	21,379	93,503	694,535	812,652
DODGE	4,500	4,315	4,616	17,590	140,712	147,998
FORD	21,473	20,828	24,350	102,835	806,604	813,307
GMC	5,835	5,680	7,198	30,023	226,061	255,357
INTERNATIONAL	1,328	1,265	1,642	5,249	52,220	52,540
JEEP	4,400	2,717	5,927	25,641	129,071	143,533
NISSAN	2,032	1,514	2,508	11,229	65,159	73,001
AM GENERAL	50	40	50	220	1,810	1,740
MISCELLANEOUS	2,000	800	2,000	8,800	36,000	64,803
Total Trucks, U.S.	60,653	53,592	69,670	295,090	2,152,172	2,364,931

CANADIAN TRUCK PRODUCTION

	Week Ended Sept. 7, 1985	Week Ended Sept. 8, 1984	Week Ended Aug. 31, 1985	Aug. Total	Jan. 1 to Sept. 8, 1984	Jan. 1 to Sept. 7, 1985
CHRYSLER	7,324	6,694	8,487	27,722	244,159	272,435
FORD	2,888	2,415	3,038	13,190	104,288	111,031
GENERAL MOTORS	4,824	5,225	5,806	15,257	198,499	195,064
INTERNATIONAL	184	175	229	765	5,506	7,306
Total Trucks, Canada	15,220	14,509	17,560	56,934	552,452	585,836
N. American Trucks	75,873	68,101	87,230	352,024	2,704,624	2,950,767

☆—Now includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

Truck makers set record for August output

Domestic truck makers recorded their highest August production ever, according to company totals: 295,090 units, topping the 283,549 built in August, 1977.

Last month's output was 11.04 percent better than the year-ago month's 265,740.

Estimated production of 60,653 trucks last week was down 12.94 percent from the previous week's 69,670, because of Labor Day, but was 13.18 percent better than the year-ago week's 53,592.

So far this year, 2,364,931 trucks have been assembled, 9.89 percent more than the 2,152,172 finished last year at this point.

American Motors announced that August production of 25,641 Jeeps was a record for the company.

The previous record of 25,317 Jeeps built in March, 1979, included output at both Toledo and Brampton, Ont. All Jeeps are now produced in Toledo.

General Motors' Janesville (Wis.) and St. Louis plants worked two overtime shifts Saturday (Sept. 7).

Ford Motor Co. plants working overtime this week (Sept. 9) are: Kansas City; Lorain, O.; Wayne, Mich., and Norfolk.

Ford's Lorain plant is scheduled to work overtime Saturday (Sept. 14).

Chrysler Corp.'s Warren (Mich.) plant was scheduled to work two overtime shifts Saturday (Sept. 7).

The Warren plant is slated for two nine-hour daily shifts this week.

Canadian cars post best August production ever

August production of 87,752 cars in Canada was the highest ever for that month, topping the former record of 79,424 set in August, 1976.

Last month's output was 17.16 percent more than the 74,897 cars built during the year-ago month.

Because of Labor Day downtime, last week's scheduled production of 20,883 cars was down 15.15 percent from the previous week's 24,613.

Last week's output was 33.16 percent better than the year-ago week's 15,683.

So far this year, 721,664 cars have been completed, 2.57 percent fewer than the 740,734 built last year at this time.

Truck makers assembled 56,934 trucks during August, 12.93 percent fewer than the 65,386 completed in the year-ago month.

Because of the holiday, last week's output was down 13.33 percent from the previous week's 17,560, but was 4.90 percent more than the 14,509 for the year-ago week.

Year-to-date, 585,836 trucks have been assembled, 6.04 percent more than the 552,452 completed last year at this point.

Chrysler dividend is 25 cents again

DETROIT.—Chrysler Corp. directors have declared a dividend of 25 cents per share, payable Oct. 15 to shareholders of record on Sept. 16.

The dividend has been 25 cents since the third quarter of 1984.

U.S. CAR PRODUCTION

	Week Ended Sept. 7, 1985	Week Ended Sept. 8, 1984	Week Ended Aug. 31, 1985	Aug. Total	Jan. 1 to Sept. 8, 1984	Jan. 1 to Sept. 7, 1985
AMERICAN MOTORS	2,250	3,907	2,864	12,467	135,549	78,102
Renault Total	2,250	3,907	2,864	12,467	135,549	78,102
Alliance	1,580	2,544	2,069	8,873	75,212	49,876
Encore	670	1,363	795	3,594	60,337	28,226
CHRYSLER CORP.	19,500	19,987	22,995	49,007	839,342	895,210
Plymouth Total	6,200	6,449	6,795	16,151	249,709	260,641
Horizon	2,400	3,161	2,882	8,846	108,751	101,476
Reliant	3,100	2,449	3,153	5,753	118,134	113,837
Caravelle	500	591	534	1,051	8,092	33,220
Gran Fury	200	248	226	501	14,732	12,108
Chrysler Total	5,800	6,127	7,153	13,496	278,822	292,160
LeBaron	600	1,397	691	1,244	81,901	64,885
LeBaron GTS	1,900	0	2,196	2,908	0	65,314
Laser	700	886	967	1,864	49,220	36,954
New Yorker/E-Class	800	1,219	972	2,210	67,446	46,549
Fifth Avenue	1,800	2,625	2,307	5,270	80,255	78,458
Dodge Total	7,500	7,411	9,047	19,360	310,811	342,409
Omni	1,900	3,011	2,627	7,947	102,535	98,412
Aries	2,600	1,993	2,841	5,222	93,857	94,869
Daytona	700	762	740	1,417	36,530	33,591
Dodge 600	700	970	846	1,560	52,310	44,851
Lancer	1,100	0	1,334	1,796	0	45,703
Diplomat	500	675	659	1,418	25,579	24,983
FORD MOTOR	24,510	28,498	32,316	139,859	1,204,363	1,145,301
Ford Division	16,775	20,073	21,837	93,262	779,074	760,623
Escort	4,809	5,768	6,792	32,983	237,913	226,546
Mustang	3,316	1,839	4,138	14,309	94,390	122,031
LTD	3,067	4,746	3,487	15,768	150,903	145,974
Thunderbird	2,680	2,640	3,424	12,698	103,246	125,605
Crown Victoria	0	1,380	0	0	56,295	7,122
EXP	0	877	0	0	26,203	3,863
Tempo	2,903	2,823	3,996	17,504	110,124	129,482
L-M Division	7,735	8,425	10,479	46,597	425,289	384,678
Mercury Total	5,704	7,354	7,192	31,183	309,530	273,132
Lynx	835	1,323	1,120	6,083	47,523	49,975
Capri	299	163	373	1,424	11,374	13,033
Marquis	1,173	1,626	1,761	8,217	80,240	73,180
Cougar	2,140	2,221	2,738	10,114	77,668	92,425
Grand Marquis	0	1,494	0	0	63,684	4,733
Topaz	1,257	527	1,200	5,345	29,041	39,786
Lincoln Total	2,031	1,071	3,287	15,414	115,759	111,546
Continental	281	197	452	2,140	26,449	18,172
Lincoln	1,528	758	2,465	11,561	69,465	81,010
Mark VI/VII	222	116	370	1,713	19,845	12,364
GENERAL MOTORS	70,060	60,821	71,341	322,630	3,145,497	3,359,812
Buick Total	15,626	15,816	17,235	69,032	688,913	696,614
Skylark	0	2,351	0	0	72,677	40,953
Skyhawk	1,288	1,514	1,591	6,158	100,948	74,453
Somerset Regal	2,348	547	2,318	10,555	2,304	83,943
Century	5,298	3,673	5,202	21,349	155,761	187,734
Regal	3,235	2,117	2,881	10,083	138,109	91,961
LeSabre/Electra (rwd)	408	3,129	434	3,956	146,511	88,402
Riviera	45	874	1,137	5,237	35,690	45,340
Electra(fwd)	3,004	1,611	3,672	11,694	36,913	83,828
Cadillac Total	2,788	5,542	4,994	19,577	230,004	246,282
Cimarron	4	282	0	1,100	12,195	19,080
Seville	40	564	692	3,142	27,010	27,269
Eldorado	48	1,256	1,363	6,178	53,833	51,802
Cadillac (rwd)	102	774	0	726	88,895	30,151
DeVille (fwd)	2,594	2,666	2,939	8,431	48,071	117,980
Chevrolet Total	23,381	22,826	24,977	102,911	1,080,273	1,127,918
Chevette	1,972	2,377	2,635	12,576	130,582	112,888
Cavalier	7,484	7,416	9,117	36,862	290,272	340,889
Celebrity	2,953	3,927	1,564	15,002	203,762	188,706
Camaro	2,726	2,320	2,932	5,389	179,687	145,227
Citation	0	2,570	0	0	79,737	28,697
Malibu/El Camino	0	410	0	0	17,254	1,199
Monte Carlo	2,416	531	2,449	10,844	76,538	96,957
Chevrolet	5,030	2,876	5,228	18,282	78,615	181,376
Corvette	800	399	1,052	3,956	23,826	31,979
Oldsmobile Total	15,773	10,112	15,757	80,891	771,475	835,676
Omega	0	0	0	0	29,289	0
Firenza	916	1,179	1,306	4,232	49,718	44,514
Cutlass Supreme	4,492	2,611	4,319	17,283	189,107	159,675
Cutlass Ciera	4,181	732	4,711	24,477	187,561	246,654
88/98 (rwd)	160	1,165	0	10,532	234,859	159,405
Olds 98 (fwd)	3,052	2,331	2,106	8,188	46,627	95,859
Calais	2,940	1,423	2,631	13,059	2,890	102,939
Toronado	32	671	684	3,120	31,424	27,170
Pontiac Total	12,492	6,525	8,378	50,219	374,832	453,322
Acadian**	0	124	252	649	11,440	9,279
2000 Sunbird	2,136	2,300	1,746	11,632	102,222	97,138
1000	960	549	481	1,717	28,459	17,612
Firebird	1,445	1,247	993	2,932	83,053	77,585
Phoenix	0	0	0	0	14,116	0
6000	576	0	511	4,244	0	36,813
Grand Prix/Bon'vle	0	0	0	0	29,733	0
Parisienne	1,736	0	1,258	4,905	20,519	51,454
Fiero	1,014	1,928	1,436	10,474	84,329	76,816
Grand Am	3,725	377	1,701	13,665	961	86,625
HONDA	2,238	2,292	2,765	9,105	92,559	105,062
NISSAN	1,024	0	1,341	5,697	0	20,600
NUMMI (Nova)*	1,520	0	1,900	8,172	0	29,194
VOLKSWAGEN	0	127	0	5,736	56,092	63,836
Total Cars, U.S.	121,102	115,632	135,522	552,673	5,473,402	5,697,117
Total Cars, Canada	20,883	15,683	24,613	87,752	740,734	721,664
N. American Cars	141,985	131,315	160,135	640,425	6,214,136	6,418,781
N. American Trucks	75,873	68,101	87,230	352,024	2,704,624	2,950,767
North American Cars and Trucks	217,858	199,416	247,365	992,449	8,918,760	9,369,548

*—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

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Sprint wins EPA derby at 55 MPG

By Jake Kelderman
Washington Reporter

WASHINGTON.—Chevrolet's Japanese-made Sprint ER, a tiny two-door hatchback with a 3-cylinder 1-liter engine and 5-speed transmision, ran away with the EPA's fuel-economy derby this year, scoring an impressive 55 MPG in city driving and 60 MPG in highway driving.

The Sprint beat out the Honda Civic CRX HF coupe, which took top honors last year. This year, the Honda model managed 52 MPG in city driving and 57 MPG in highway driving. But while ahead of last year's figures, it could not outdo the Sprint.

Sprint is made by Suzuki Motors, of Japan, which is 5-percent owned by General Motors. Suzuki plans to begin selling vehicles on its own in the U.S., starting with the Samurai, a 4x4 sport/utility model that will debut in November. Its own version of the Chevrolet Sprint will be known as the Forsa and will arrive in the 1988 model year.

Following the Sprint ER and the Honda Civic CRX HF in the standings were the Nissan Sentra diesel at 45/50, another version of the Chevrolet Sprint at 44/50, the Suzuki Forsa at 44/50, the Chevy Sprint Plus at 44/50, the Suzuki Forsa V at 44/50, the Ford Escort FS diesel at 41/49 and automatic versions of the Chevrolet Sprint Plus and Suzuki Forsa V at 41/43.

Although is is mentioned often in the above list, the Suzuki Forsa is not available in the continental U.S. It is certified by the EPA for 1986 because it is sold in U.S. territories like Puerto and Guam.

At the bottom of the list, the Rolls-Royce Camargue managed just 8 MPG in city driving and 11 MPG on the open road.

Joining it at the low end were the Rolls-Royce Corniche II/Bentley Continental, Rolls-Royce Silver Spur Limousine and Rolls-Royce Silver Spirit/Silver Spur/Bentley Mulsanne at 9/10 MPG;

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GM greets 1986

Oldsmobile Delta 88 has front drive

The Oldsmobile Delta 88 for 1986 is an all-new entry in the sales sweepstakes. It has been switched to front drive and has a 3.0-liter V-6 engine as standard with a 3.8-liter V-6 optional. Story, other pictures on Page 36.

Appearance kit for Pontiac Fiero

For the 1986 model year, Pontiac has given its Fiero SE a black-accented aero appearance package that makes it look different from the Fiero Coupe and Sport Coupe. Story, other pictures are on Page 34.

Incentives reduce stock of new cars to a 9-month low

By Kathleen Hamilton
Assistant Managing Editor

There is only one word to explain the state of domestic new-car inventories this month: Incentives.

Incentives sliced the unit count to a nine-month low and the days-supply level to a three-month low.

Incentives accounted for declines in every market class and for just about every maker.

Because of incentives, 57 of 76 nameplates were in slimmer supply as September opened, compared with Aug. 1. Only 19 car lines had heftier supplies; the reason for 18 of them: No incentives.

There were 1,412,483 new domestic cars in stock on Sept. 1 at factories and dealerships and in transit to dealerships. That was the lowest total since Dec. 1, 1984, when there were 1,405,417. On Aug. 1, in the midst of the car carriers' strike, there were 1,579,595. On Sept. 1, 1984, the total was 1,277,484.

This month opened with an ideal 51-day supply of domestics, compared with a month-earlier total of 64 and a year-earlier level of 57. The latest days-supply level is the lowest since June 1, when there was a 50-day supply of cars.

The industry unit count traditionally declines on Sept. 1 in anticipation of the new model year that usually starts about Oct. 1. But incentives in previous years have not always been as successful as this year's round, so days-supply levels don't always fall like they did this time.

On Sept. 1, there were nine nameplates with days-supply figures of 100 or more. With one exception none of them was covered by an incentive program. Alliance was the exception, but allowance should be given: American Motors' incentive program didn't kick in until there were only eight selling days left in August. General Motors was selling cars at low interest rates or reduced prices seven days before AMC dealers were.

Alliance was also the one car line with incentives that increased its days-supply figure compared with Aug. 1.

Chrysler Corp., GM and AMC, in that order, trimmed their supplies most last month. Chrysler's days-supply figure fell by 24 days; GM's, 16; AMC's, 15; Ford Motor Co.'s, 5; Honda's (domestic only), 3, and VW's, 1. Nissan's domestic

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'Studies going on,' McDonald says

Will Opel build Cadillac Cimarron?

By Richard Feast
European Editor

FRANKFURT, West Germany.—Cadillac is said to be studying a proposal to source its 1988 Cimarron replacement from General Motors' Adam Opel subsidiary in West Germany.

There was no confirmation of the project at the auto show here last week, but Ferdinand P. Beickler, Opel chairman, admitted, "Opel will never develop another car that cannot be homologated for the U.S. market."

F. James McDonald, GM president, added, "You've got some interesting products here in Europe. There are some studies going on and there is some great potential."

Any such move must be seen against a background of the comparative sales failure of the current Cimarron and the continuing strong demand in the U.S. for prestige models imported from Europe.

Ford Motor Co. has already joined the trend with its West German-sourced Merkur—though it got off to a slow sales start in the U.S.

• The determining factor will be the exchange rate between the dollar and the deutschmark, currently hovering around 2.90 DM per dollar. A longer-range belief that 2.20 to 2.30 DM will evolve could persuade GM to press ahead, a financial source said.

The current J-car is sold in Europe as the Opel Ascona/Vauxhall Cavalier and in the U.S. as, among other things, the Cadillac Cimarron. All five of GM's car divisions in the U.S. have versions of the J-car.

That range is expected to be replaced during 1988. Given today's flexible manufacturing techniques and modular assembly systems—Opel uses them on the new Kadett—other U.S.-badged models could go down the same lines.

Indeed, some more-imminent new Opels could appeal to the North American market. They are the large V cars (Opel Rekord/Vauxhall Carlton) which will be replaced next fall. Six months later, the more-luxurious V Spe-

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Peak sales open month

The U.S. auto makers made it two in a row, notching an early-September sales record following a late-August alltime high. Sept. 1-10 domestic new-car sales of 234,867 were up 56.33 percent from the year-ago 150,240. The former record for the period was 190,493, set in 1955.

General Motors and Ford Motor Co. reported record sales. GM was up 58.84 percent to 132,514 from 83,425 last year. Four of the five GM car divisions etched records. Ford was up 61.91 percent, to 63,674 from 39,328.

Chrysler's 62.84-percent gain was the biggest among the domestics. Its sales totaled 29,622 this year vs. 18,191 in 1984. American Motors reported a 22.35-percent decline, dropping to 3,300 from 4,250.

Volkswagen was up 30.17 percent, to 1,057 from 812. Estimated sales of U.S. Honda Accords numbered 4,000, off 5.53 percent from 4,234, and sales of U.S. Nissans were estimated at 700.

GM earned 56.42 percent of the market; Ford had 27.11 percent; Chrysler had 12.61 percent; AMC had 1.41 percent; Honda had 1.70 percent; Volkswagen had 0.45 percent, and Nissan had 0.30 percent.

Results fall short of Reagan Administration's goals

Japanese buying mission: High hopes fizzle

By Geoff Sundstrom
Washington Reporter

WASHINGTON.—A much-ballyhooed Japanese auto industry buying mission that met with American auto parts companies in Chicago late last month seems to have been long on style but short on substance.

The high-ranking delegation did announce that it had met with representatives of 252 U.S. suppliers, with sample orders or quotations being requested on 108 products.

However, the same officials stressed to representatives of the Automotive Parts and Accessories Assn. and the U.S. Commerce Department that the products contracted for as a result of the buying mission would be intended almost exclusively for U.S. distribution.

That means U.S.-made automotive products will in all likelihood not find their way into the Japanese home market, where most U.S. trade observers believe real trade progress must occur.

Reagan Administration trade negotiators have repeatedly emphasized to the Japanese that smooth trading relations between the two nations depend on greater market access for American goods. A Commerce Department official said that a Japanese practice of buying U.S. auto parts for redistribution only in this country would be short of the Administration's goals.

The Japanese auto industry buying mission went to Chicago for the APAA show, which was held Aug. 26-28. The trade show had been long planned, while the mission was speedily arranged after a July meeting in this country between Commerce Secretary Malcolm Baldridge and Japanese Trade Minister Kejio Murata.

Although followup meetings are planned with additional U.S. auto parts manufacturers, the importance of the Japanese trade visit is being questioned because of the mission's willingness to meet only with U.S. manufacturers of "low-technology" goods of the most inexpensive and least labor-intensive variety.

The Japanese manufacturers were described by show participants as being "reluctant" to meet with manufacturers of more sophisticated and expensive components. One exhibitor complained that "if your products were not on

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